

## Part 2 Section D – For Producer/Marketers of Biomass Fuels

We appreciate any information that you are able to provide. If you cannot answer all of the questions asked in this survey, please answer those that you can.

### 1) What type and quantity of biomass fuel do you produce for sale? (Please provide data for all that apply.)

Type	Physical form* or description (examples of physical form are listed below)	Annual production in thermal units (BTUs)	Annual production in physical units* (indicate the unit of measure used)	What percent of the biomass fuel do you use yourself and what percent do you sell?	
				Own Use	Sell
Liquid					
Biodiesel				%	%
Other				%	%
Solid					
Sawdust/wood				%	%
Paper				%	%
Animal waste				%	%
Crop waste				%	%
Bioenergy crop				%	%
Other				%	%
Gaseous					
Biogas - landfill				%	%
Biogas - livestock				%	%
Other				%	%

\* Examples of “physical form” include biogas, paper pellets, poultry litter and wood chips.

\* Examples of “physical units” include gallons, tons or cubic feet.

If you cannot estimate your annual production of biomass fuel in British Thermal Units (BTUs), please provide additional information about the composition of the fuel to help us estimate its BTU content. For example, if you are using wood, please indicate the type of wood and its moisture content.

### 2) Biomass fuel production and use

#### a) How do you use biomass fuel to meet energy needs in your own facility?

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For questions about costs and prices, we provide a response box that you may use to request confidentiality.

We will assume that all information is public unless you request otherwise.

- b) What year did you start using biomass for this purpose? \_\_\_\_\_ When did you start selling? \_\_\_\_\_
- c) If biomass fuel were not available to meet the energy needs listed in 2a, what energy source would you use to meet these needs?

- d) If your biomass fuel comes from a “waste stream” in your production process, please describe its origin.






- e) Please describe the major components of your system for acquiring, preparing and using biomass fuels or preparing them for sale. Please include the manufacturer and model for major pieces of equipment.

- f) Seasonality: Please describe any seasonality in your production, use or sale of biomass fuel.





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- g) If you have confronted major technical, regulatory or utility-related issues or barriers in preparing, using or selling biomass fuels, please describe them and indicate how they were resolved.

### 3) Biomass fuel costs, savings and sales

- a) Please estimate your total investment to install components listed in 2e. \$ \_\_\_\_\_  ?
- b) What is your approximate unit cost to produce biomass fuel? \$ \_\_\_\_\_ per \_\_\_\_\_  ?
- c) About how much do you save annually by using biomass fuel? \$ \_\_\_\_\_ per year  ?
- d) About how many customers purchase biomass fuel from you? \_\_\_\_\_ customers  ?
- e) What kinds of customers buy from you? (Please indicate each sector's share of sales.)  ?

Resellers	Residential users	Commercial or institutional	Industrial or agricultural	Electric power plants	Total
_____ %	_____ %	_____ %	_____ %	_____ %	100%

- f) What quantity of biomass fuel did you sell in 2003? \_\_\_\_\_ unit of measure: \_\_\_\_\_  ?
- g) What were your gross dollar sales of biomass fuel in 2003? \$ \_\_\_\_\_  ?
- h) What were your gross dollar sales of all products in 2003? \$ \_\_\_\_\_  ?
- i) How have the price and annual quantity of your biomass sales changed since 2000?  ?  
Price: (a) steady increase, (b) steady decrease, (c) has fluctuated up and down, (d) no change  
Quantity: (a) steady increase, (b) steady decrease, (c) has fluctuated up and down, (d) no change

### 4) Please indicate your reasons for producing and marketing biomass fuels.

- a) It is a profitable marketable product
- b) Best way to dispose of a waste product
- c) Producing this fuel makes a cheap fuel supply available for own use
- d) Producing this fuel makes a high quality fuel available for own use
- e) Producing this fuel makes a reliable fuel supply available for own use
- f) Environmental considerations
- g) Interest in the technology
- h) Other \_\_\_\_\_

### 5) Please attach any additional information you would like to share that may assist other current or potential producers, users or marketers of biomass fuels in Missouri.

#### ----- End of Part 2 Section D – Thank You -----

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